



AUCTIONEER

(Full-Time)

G3 Castleford

ABOUT G3 REMARKETING

Established in 2009, G3 Remarketing is one of the UK's fastest growing vehicle remarketing and disposal management specialists.

With a purpose-built industry leading facility opened in 2021, the business continues to reshape the expectations of physical and online auctions. Combined with a totally new operational platform and client interfaces, G3 will become the benchmark for all other independent auction businesses throughout the UK and Europe.

We have an exciting opportunity for an experienced **Auctioneer** to join a growing team of auctioneers within the physical and online remarketing space, offering 1,000 vehicles every week from our industry-leading auctioneer halls. As a customer-facing representative of the business, it is important that the candidate maintains our high standards whilst always leveraging the G3 values of customer engagement.

MAIN RESPONSIBILITIES

OVERVIEW

The candidate will be responsible for offering vehicles as a live auctioneer for sale via physical and digital sales channels at G3 events. Based at the G3 Castleford branch, the role of an auctioneer on the rostrum at G3 is to achieve the maximum hammer value and conversion rates for vehicles offered on behalf of a roster of vendors. This will include pre-sale, provisional and post-sale bid management in order to maximize performance for each sale event.

Key to the role will be establishing and nurturing relationships with both buyers and vendors, including non-sale day engagement and a 'meet & greet' mindset on sale days, alongside buyer and vendor entertainment events where relevant.

Auctioneers are expected to have an excellent knowledge of vehicles and know what is to be offered in their sales. A keen interest in the current market and trends in order to predict performance and manage vendor expectations is also a must.

Responsibilities will include;

- Manage the sale event from the rostrum for a daily sale schedule
- Generate proxy bids and sale attendance with pre-sale buyer engagement alongside the marketing, sales and buyer services teams
- Liaise with vendors in the run up to sales and on the sale day to represent G3
- Maximise bids during the sale with buyer and vendor engagement
- Negotiate and convert provisional bids post-sale
- Seek bids and convert un-sold vehicles post-sale
- Build relationships with buyers of all sizes throughout the week, including reaching out to new account prospects, growing existing buyer accounts and re-engaging with lapsed buyers
- Provide support to the sales and buyer services team with vehicle disputes and paths to resolution where required

- Provide daily valuation support for both vendors and internal account management teams, ensuring accurate prices are provided pre-sale and reviewed within agreed tolerances post sale.
- Complete all pre-sale vehicle walk to maximise vehicle knowledge prior to auction commencement
- Provide regular weekly market insights (both internal and external) in relation to market trends and conditions including competitor analysis

EXPERIENCE, ATTRIBUTES & SKILLS FOR THE ROLE

- Relevant experience of auctioneering within the remarketing and/or automotive industry
- A working knowledge of vehicle auction operations and processes
- A passion and knowledge of vehicles - predominantly cars, but LCV and motorbikes would be advantageous
- Experience of building lasting relationships with buyers and vendors
- Excellent communication skills, both on and off the rostrum
- Good IT skills to use in-house developed auction platform on rostrum – including touchscreens and customer engagement during sale events
- Full UK driving license
- A professional and trusted demeanor for both internal and external communications

POSITION & REMUNERATION

Full time permanent position (Mon-Fri 9am-5.30pm)

Based at G3 Castleford (hybrid work options potentially available on non-sale days subject to further discussions)

The successful candidate will receive;

Basic salary negotiable on experience

Up to 10% profit related bonus (subject to company achieving profitability target)

Laptop PC and mobile phone

Company Pension Scheme

Life Assurance (x3 basic salary) *

32-Days annual leave (inclusive of bank holidays)

Length of service award – one extra days holiday for every 5 years of continuous service

Additional holiday day for birthday *

Referral incentives for employee recommendations

* Subject to employment milestones